

21 September 1994



**Ms. Veronica McCune
MLT Productions
3912 60th Street
Suite 12
San Diego, CA 92115**

Dear Ms. McCune:

Thank you for your inquiry about becoming a supplier to The Cessna Aircraft Company.

As a manufacturer of jet and turboprop aircraft for the business and commercial market, we are committed to providing opportunities to small and small disadvantaged businesses to participate in the request of quote process and to gain business through competition. Furthermore, small and small disadvantaged businesses are included in the bid process on any government contracting bid effort we may enter.

I have enclosed a questionnaire for you to complete. A prompt return will be beneficial in assisting us in the evaluation of your firm as a potential Cessna supplier. When you return the completed questionnaire, please enclose any data sheets, catalogs and other information that you feel will aid in our evaluation.

We appreciate your interest in The Cessna Aircraft Company.

Sincerely,

**George W. Rosendale
Manager,
Material Finance & Administration**

GWR/lga

Enclosure



NATIONAL
MINORITY SUPPLIER
DEVELOPMENT
COUNCIL, INC

NATIONAL MEMBERS

April 1994

ARA Services, Inc.
Abbott Laboratories, Inc.
ADC Telecommunications
Air Products & Chemicals, Inc.
AlliedSignal, Inc.
Aluminum Company of America
American Airlines, Inc.
American Express Company
American Red Cross
American Telephone and Telegraph Company
Ameritech Corporation
Amoco Corporation
Anheuser-Busch Companies, Inc.
Aviall, Inc.
Avon Products, Inc.
Baxter Healthcare Corporation
Bechtel Group, Inc.
Bell Atlantic Corporation
BellSouth Corporation
Bethlehem Steel Corporation
Blue Cross/Blue Shield Association
The Boeing Company
Boise Cascade Corporation
Booz, Allen & Hamilton, Inc.
Borden, Inc.
Bristol-Myers Squibb Company
Brown & Williamson Tobacco Corporation
Burger King Corporation
Burlington Industries, Inc.
CIGNA Corporation
Chemical Banking Corporation
Chesebrough-Pond's, Inc.
Chrysler Corporation
Clorox Company
The Coca-Cola Company
Colgate-Palmolive Company
Consolidated Rail Corporation
Cours Brewing Company
Cocmair, Inc.
Cummins Engine Company, Inc.

1994 National Members
NMSDC/Page Four

Southland Corporation
Southwestern Bell Telephone Company
Sprint Corporation
Steelcase, Inc.
Sterling Winthrop, Inc.
Stone Container Corporation
Sun Company, Inc.
The TJX Companies, Inc.
Tambrands, Inc.
Tension Envelope Corporation
Texaco, Inc.
Tiffany & Company
Time Warner Inc.
Toyota Motor Manufacturing U.S.A., Inc.
Turner Corporation
UNISYS Corporation
USX-U.S. Steel Group
U. S. West, Inc.
Union Carbide Corporation
United Airlines, Inc.
United Parcel Service of America, Inc.
United States Postal Service
United Technologies Corporation
The Upjohn Company
VF Corporation
Variable Annuity Life Insurance Company
WMX Technologies, Inc.
Walgreen Company
Wal-Mart Stores, Inc.
Warner-Lambert Company
Washington Gas
Westinghouse Electric Corporation
Weyerhaeuser Company
Whirlpool Corporation
Witco Corporation
Woolworth Corporation
Wm. Wrigley Jr. Company
Xerox Corporation

1994 National Members
NMSDC/Page Three

McDonnell Douglas Corporation
McGraw-Hill, Inc.
MCI Communications Corporation
Marriott Corporation
The May Department Stores Company
Merck and Company, Inc.
Merrill Lynch and Company, Inc.
Metropolitan Life Insurance Company
Herman Miller, Inc.
Minnesota Mining and Manufacturing Company
The Mobil Companies, Inc.
Monsanto Company
J. P. Morgan & Company, Inc.
Morrison Incorporated
NEC America
NYNEX Corporation
National Office Supply Company
NationsBank
New York Times Company
Nissan North America, Inc.
Nordstrom, Inc.
Northern Telecom, Inc.
Olin Corporation
Owens-Illinois, Inc.
J. C. Penney Company, Inc.
PepsiCo, Inc.
Pfizer, Inc.
Philip Morris Companies, Inc.
Phillips Petroleum Company
Polaroid Corporation
Potomac Electric Power Co.
The Procter & Gamble Company
Prudential Insurance Company of America
The Quaker Oats Company
RJR Nabisco, Inc.
Reebok International Ltd.
Regional Alliance for Small Contractors
Rockwell International Corporation
Ryder System, Inc.
Scott Paper Company
Joseph E. Seagram & Sons, Inc.
Sears, Roebuck and Company
Shell Oil Company
Siemens Corporation
Signet Banking Corporation
Sony Corporation of America
Sony Music Entertainment, Inc.



MAILED AT
NEW YORK NY
DROP SHIPMENT
PEPSI-COLA COMPANY 133
1 PEPSI WAY, SOMERS, NEW YORK 10589-2201



FIRST CLASS MAIL

PC-10802-B



PEPSI-COLA COMPANY
1 PEPSI WAY, SOMERS, NEW YORK 10589-2201

Ms. Veronica McCune
M.L.T. PRODUCTIONS
3912 60th Street/Suite #12
San Diego, CA 92115

*Do you plan to help me? Please
please let me
know*

9/4/96

24 hours

*5-PM L. Mary
Mary 2-5
694-2318 PM
Monday
P*

*Free letter
P*



1994

Dear Entrepreneur:

Thank you for your inquiry about doing business with the Pepsi-Cola Company. We urge you to review carefully the enclosed information to gain better understanding of what we expect of our suppliers.

Purchases of raw materials and several national agreements for goods and services are administered from our headquarters office. In early 1994 Supplier Development personnel were placed in each of our 11 major business units in the field. One of the responsibilities of these personnel is to ensure inclusion of MBEs.

Please review the enclosed brochure* **"Linking Together - Winning Together"**, and keep in mind that with the overall shrinking supplier pool, MBEs must be able to provide the best long-term sustainable system costs.

If opportunities are not immediately available with a Pepsi-Cola facility near you, you may wish to market your business with other major suppliers - as well as other MBEs.

We encourage you to get a copy of *"Purchasing People in Major Corporations"* by contacting the **TRY US RESOURCES, INC.** office at 1-800-627-4347.

Your materials will be carefully reviewed, and if there is a possible match, the appropriate person will contact you.

We appreciate your interest in the Pepsi-Cola Company.

Sincerely,

Andrea M. Panebianco

Andrea M. Panebianco
MBE Coordinator

914-767-6627

*Although page 6 is no longer applicable, we wanted to share the other relevant data with you.

/ap
suplr

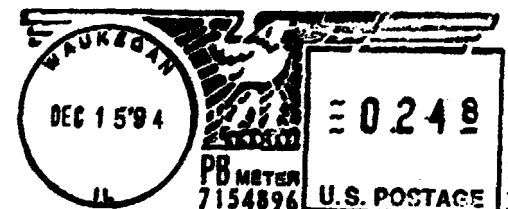
OMC

OUTBOARD MARINE CORPORATION

200 Sea-Horse Drive
Waukegan, Illinois 60085

PRESORTED
FIRST CLASS

MLT PRODUCTIONS
3912 60th Street Suite 12
San Diego CA 92115
AT: Veronica McCune





MARINE
POWER PRODUCTS
GROUP

Outboard Marine Corporation
200 Sea Horse Drive
Waukegan, Illinois 60085
708/689-6200

December 14, 1994

MLT Productions
3912 60th Street Suite 12
San Diego CA 92115
ATTN: Veronica McCune

Thank you for your information regarding small and minority businesses. The individual within OMC with purchasing authority for your company's service/product is:

Cindy Peterson
708-689-5646

Please contact the above individual.

If I can be of further assistance, feel free to contact me.

Thank you,

OUTBOARD MARINE CORPORATION

Jan Cardinali
Small and Minority
Business Coordinator

JC:epz

cc: E. Davis
R. Mooney

U.S. POSTAGE
0.75
SEP 14 1994
CALIF.
6870276



Avon Products, Inc.
2940 East Foothill Blvd.
Pasadena, CA 91121

FIRST CLASS MAIL

VERONICA MCCUNE
M.L.T. PRODUCTIONS
3912 60TH ST., STE. 12
SAN DIEGO, CA 92115

AVON

Avon Products, Inc.
2940 East Foothill Blvd.
Pasadena, CA 91121

August 3, 1994

Dear Valued Supplier:


Recently Avon purchased a new software package to aid our Purchasing Department. The new system will allow us to track supplier performance, spending habits and on time deliveries. The software will also assist us in sending out and analyzing our bid packages.

Enclosed you will find a commodity code listing. Please check off each item or service that your company is able to provide to Avon. If your service or product is not listed, please include it at the end of the listing.

We will use this information to enter your company in our data base and ensure that your company is included in all appropriate bids. Please return the information to me as soon as possible.

Thank you in advance.

Cordially,

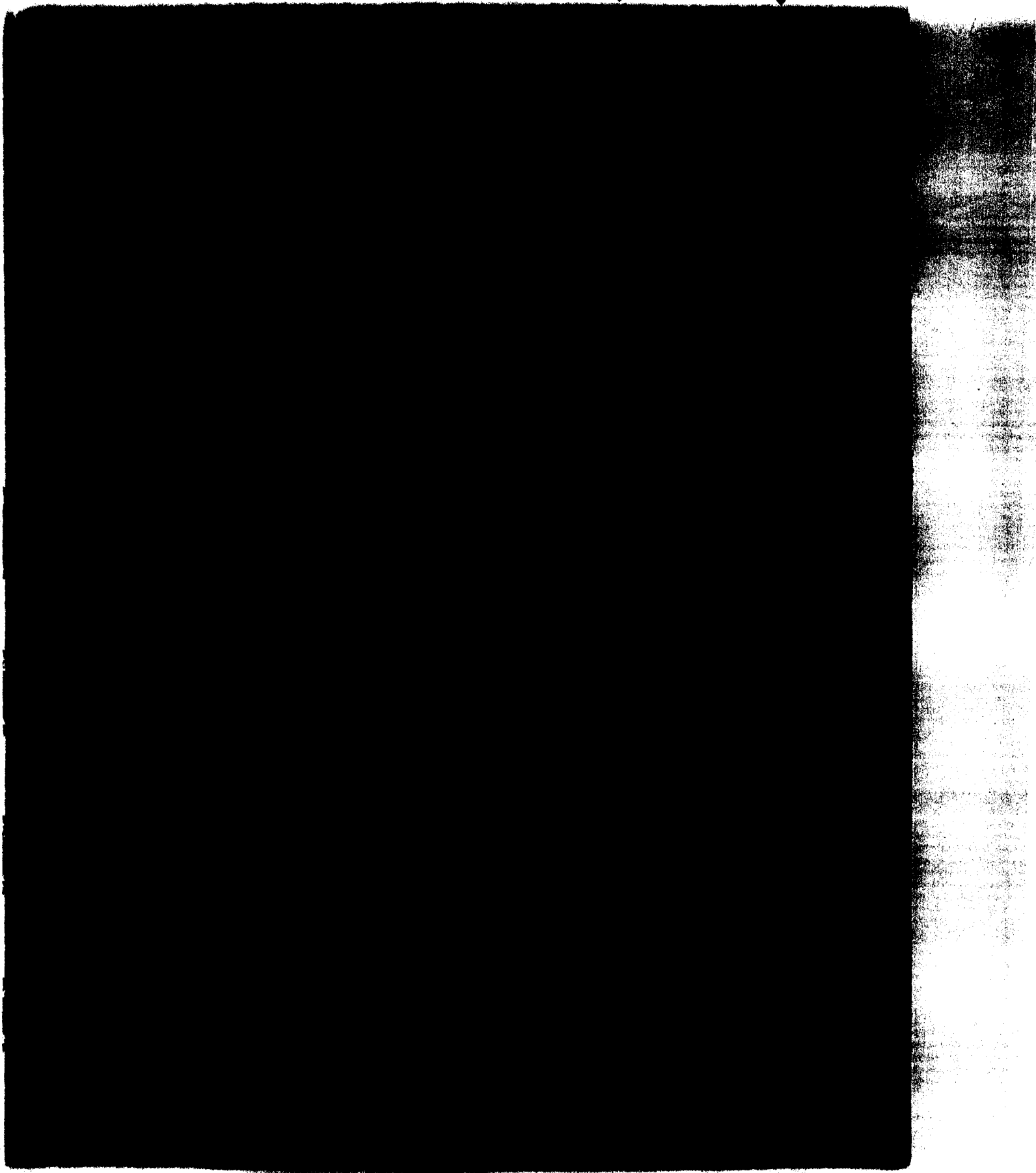


Kimberly C. Steward
Senior Purchasing Agent

enclosure

cc: A. Sonenfield

KCS:bg



JCPenney

August 17, 1994

Veronica McCune
M.L.T. Productions
3912 60th St., Suite 12
San Diego, California 92115

Dear Veronica:

Thank you for your interest in doing business with the JCPenney Company.

In order to learn more about your Company, we ask that you complete a copy of our Minority Supplier Information Form. I have attached our Partnership program brochure, the form is on the last page. Please review the brochure carefully, it contains important information regarding business opportunity with JC Penney. The completed form should be returned to this office.

Upon receipt of your completed form, your file will be reviewed by the appropriate Minority Purchasing Advisory Group (MPAG) representative. We will contact you to discuss your potential with our Company. I encourage you to send pictures and a catalog of your product with your completed Minority Supplier Information Form.

Again, thank you for your interest in the JCPenney Company. We look forward to hearing from you.

Sincerely,

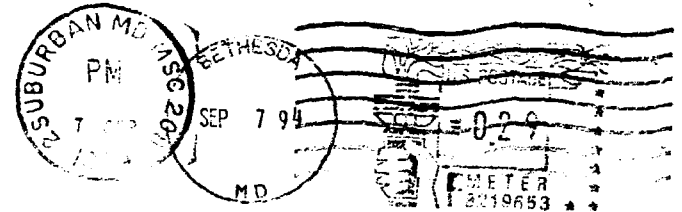


Lucy Berroteran
Manager of Minority and Women Owned
Supplier Development/Merchandise

Enclosure

MARTIN MARIETTA CORPORATION

6801 ROCKLEDGE DRIVE
BETHESDA, MARYLAND 20817-1877



Ms. Veronica McCune, Producer
MLT Productions
3912 60th St., Suite 12
San Diego, CA 92115

92115-6540 43



MARTIN MARIETTA CORPORATION

6801 ROCKLEDGE DRIVE
BETHESDA, MARYLAND 20817
TELEPHONE (301) 697-6000

September 6, 1994

Ms. Veronica McCune, Producer
MLT Productions
3912 60th St., Suite 12
San Diego, CA 92115

Dear Ms. McCune:

I apologize for the length of time it has taken me to respond to your request. However, I am in receipt of information outlining your company's capabilities.

Listed below is an area within the Corporation which you may contact directly for possible advertising opportunities:

Raymond Bartlett
Martin Marietta
301-897-6293

If I can assist you further, please contact me at 301-897-6933.

Sincerely,



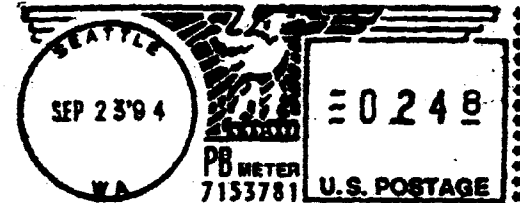
Charles Mathis
Corporate Administrator
Socio-Economic
Procurement Programs

The Boeing Company
P.O. Box 3707
Seattle, WA 98124-2207

9-4401 8K-42

BOEING

PRESORTED
FIRST CLASS



MS VERONICA MCCUNE
M L T PRODUCTIONS
3912 - 60TH STREET SUITE 12
SAN DIEGO CA 92115



September 21, 1994

Ms. Veronica McCune
Producer
M.L.T. Productions
3912 - 60th Street
Suite 12
San Diego, California 92115

Dear Ms. McCune:

This is in reply to your September 14th letter. The primary contact for all matters relating to advertising is Nadine Benson, Senior Account Manager, Cole & Weber, Inc., 308 Occidental Avenue South, Seattle, Washington 98104. Cole & Weber is aware of our advertising plans, strategies, and objectives. It will evaluate your advertising proposals within the framework of our business plan.

I have forwarded your letter and media package to Ms. Benson for review and evaluation. She may be reached on (206) 447-9595. Cole & Weber's fax number is (206) 447-1944.

Thank you for bringing M.L.T. Productions to our attention.

Sincerely,



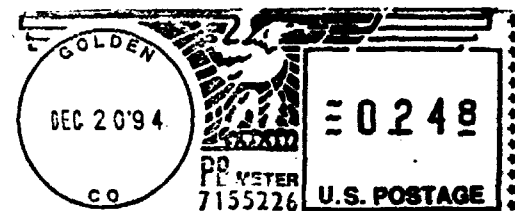
Nick Sena
Corporate Manager
Small Business/Small Disadvantaged
Business Programs

BOEING



Coors Brewing Company
Golden, Colorado 80401-1295

PRESORTED
FIRST CLASS



Veronica McCune
MLT Productions
3912-60th Street
Suite 12
San Diego, CA 92115





Coors Brewing Company
Golden, Colorado 80401-1295

December 13, 1994

Veronica McCune
MLT Productions
3912-60th Street
Suite 12
San Diego, CA 92115

Dear Ms. McCune:

Re: Your November 21, 1994, Letter to
Eileen Georgio
Forwarded to this department for
review and response
Television Program: Women, Minorities,
and Small Business (WMSB) Warehouse Shopping
Corporate Sponsorship Opportunity

Thank you for your recent correspondence requesting
assistance from Coors Brewing Company.

Unfortunately, we are unable to grant your request. It is
always difficult to decline involvement in an excellent
project; however, we simply receive many more requests than
we can accommodate.

Thank you for giving us the opportunity to review your
correspondence. Best wishes in your efforts.

Sincerely,

Olga Salazar
National Program Manager
Community Relations

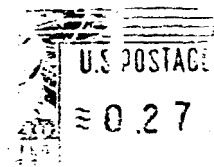
OS/cj
MLTP1/94-01





MOTOR ENTERPRISES, Inc.

**PRESORTED
FIRST-CLASS**



**Ms. Veronica McCune
3912 60th Street
Suite 12
San Diego, CA 92115**

General Motors Building
3044 West Grand Boulevard
Detroit, Michigan 48202

92115-6540 43



**MOTOR
ENTERPRISES,
INC.**

INFORMATION HANDBOOK

**A Specialized
Small Business
Investment Company
(SSBIC)**

**A Subsidiary of
General Motors Corporation**

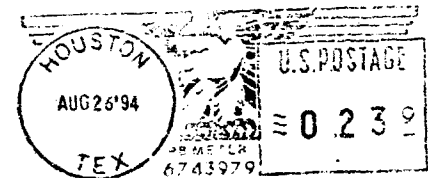


Texaco Inc

PO Box 2550
Bellaire TX 77402 2550

MS. VERONICA MCCUNE
M.L.T. PRODUCTIONS
3912 60TH ST., SUITE 12
SAN DIEGO, CA 92115

FIRST CLASS
ZIP+4 BARCODED



RJ Pfaffenberger
Manager
Materials Procurement
Downstream
Purchasing Division

PO Box 2550
Bellaire TX 77402 2550

August 25, 1994

Ms. Veronica McCune
M.L.T. Productions
3912 60th St. Suite 12
San Diego, CA 92115

Dear Ms. McCune:

This office is in receipt of your letter of August 8 to Mrs. P. J. Richards regarding M.L.T. Productions' capabilities. You also suggest Texaco may have an interest in advertising on the show Women, Minorities and Small Business.

While this office is responsible for Texaco's corporate efforts to find and use MBE firms, we normally refer service proposals like yours to offices more able to evaluate the potential of a relationship. Accordingly, we have directed copies of your literature to:

Mr. John A. Price, III
Vice President, Marketing
Texaco Refining & Marketing
10 Universal City Plaza
Universal City, CA 91608-1097

Mr. J. C. McHugh
Vice President, Marketing
Texaco Lubricants Inc.
P. O. Box 4427
Houston, TX 77210-4427

I suggest you communicate directly with these marketing groups at this time. This office, namely Mrs. Richards, will certainly assist further if needed.

Good Luck!

Sincerely,



R. J. Pfaffenberger

RJP:mh
25/1

cc: **Mr. J. A. Price, III**
Mr. J. C. McHugh

Earl Webster Barnes
Manager,
Minority/Women Supplier Development
Purchasing Department

Coca-Cola USA

Division of
The Coca-Cola Company

September 16, 1994

Ms. Veronica McCune
M.L.T. Productions
3912 60th Street, Suite 12
San Diego, CA 92115

Dear Ms. McCune:

Thank you for your recent letter introducing M.L.T. Productions. We are complimented that you would think of The Coca-Cola Company.

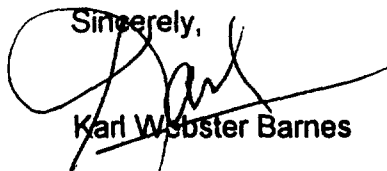
As I am sure you can appreciate, the Company receives daily numerous requests for advertising from a variety of production companies on the national, regional, district and local levels. While we would like to place ads in all of them, the volume of request received makes it impossible for us to assist all of these worthy productions. Thus, we must confine our advertising placement to a limited number of national opportunities.

As you may not know, The Coca-Cola Company manufactures beverage syrups and concentrates and sells them to a network of independent and operated, local bottling companies. These Coca-Cola Bottling Companies produce and market the finish beverages in their territories. Each Bottler establishes its own local advertising production/placement guidelines and budgets. Coca-Cola Enterprises' owns and operates the local bottling facility in the San Diego area. I would suggest you contact Coca-Cola Enterprises (CCE) regarding your request. My contact at CCE's corporate headquarters is Ms. Kay Tyson, Corporate Manager for Vendor Development. Ms. Tyson can direct you to the appropriate contact in the Southern California area; her phone number is 404-989-3161.

However, if your productions are for national distribution, please contact Ms. Michelle Garner, Burrell Communications Group, 400 Colony Square, Suite 1717, Atlanta, GA 30361.

Again, thank you for recent interest in The Coca-Cola Company.

Sincerely,



Karl Webster Barnes

cc: Ms. Michelle Garner - Burrell Communication Group
Ms. Ingrid Saunders Jones
Mr. Darrell Rott
Ms. Kay Tyson

Beech Aircraft Corporation
Materiel Division
10225 E Kellogg
PO Box 2903
Wichita KS 67201-2903

Telefax 316 676 8681

Beechcraft
A Raytheon Company

October 5, 1994

Veronica McCune
M.L.T. Productions
3912 60th St., Suite 12
San Diego CA 92115

Dear Ms. McCune:

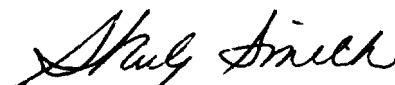
I am pleased to respond to your recent request for an opportunity to qualify as one of our subcontractors. Beech Aircraft is always interested in expanding our purchasing files with capable businesses who desire to perform work in the general aviation and aerospace industry. We are interested in companies who can provide quality products on schedule and at competitive prices.

If you believe your company falls within these guidelines, we would like to learn more about your product line and maintain this information in our source selection files. Please complete the attached source selection questionnaire and return one copy to this office.

I would like to receive available brochures that might better describe your capabilities and lines of interest in the aircraft and aerospace fields. Returned information concerning your company will be distributed to the appropriate buying groups for their perusal.

Please let me know if I can be of further service to you or your organization.

Sincerely,



Shirley Smith
Small Business Analyst

SS:sc

September 21, 1994

BOEING

Ms. Veronica McCune
Producer
M.L.T. Productions
3912 - 60th Street
Suite 12
San Diego, California 92115

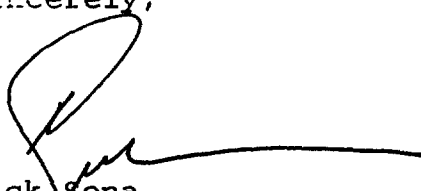
Dear Ms. McCune:

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I have forwarded your letter and media package to Ms. Benson for review and evaluation. She may be reached on (206) 447-9595. Cole & Weber's fax number is (206) 447-1944.

Thank you for bringing M.L.T. Productions to our attention.

Sincerely,



Nick Sena
Corporate Manager
Small Business/Small Disadvantaged
Business Programs